

2045369400

**PM-USA SECOND QUARTER FORECAST PERFORMANCE  
VS. ORIGINAL BUDGET**

	<u>2Q</u>	<u>YTD</u>
ACTUAL	57.9	107.5
FORECAST	52.0	99.4
DIFF	5.8	8.1

**EXPLANATION**

CONSUMER TAKEAWAY	2.4	4.5
MARLBORO PROMOTION(5 FOR 4)	1.6	1.6
NO PAYBACK	0.0	-2.8
MCLANE	1.5	2.7
MICHIGAN ACCOUNTS	-0.7	0.0
OTHER ACCOUNT LIFO ORDERS AND EXCESS	1.0	2.1
TOTAL	5.8	8.1

UNITS IN BILLIONS  
FINAL